

Message Text

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ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 DODE-00 /020 R

DRAFTED BY COM;/BIC/OED/SIPS/WRHAYDEN/SG

APPROVED BY EB/OCA/CM/LKLIEFORTH

COMM/0IC/OED/SIPS/SSLEON

COMM/BIC/OED/OOOD/RECOHEN

STATE/EUR/RPM/EREHFELD (INFO)

DOD/ISA/JMILLER (INFO)

----- 028206

R 280256Z AUG 76

FM SECSTATE WASHDC

TO AMEMBASSY BRUSSELS

INFO USMISSION NATO

UNCLAS STATE 214284

E.O. 11652: NA

TAGS: BEXP, BE, BTIO, BFOL

SUBJECT: PRODUCT OPPORTUNITY - TENDER FOR SUPPLY OF AERIAL
--- DEFENSE RADAR

REF: A. BRUSSELS 8196, B. STATE 203206, C. US NATO 4645

1. FOLLOWING U.S. FIRMS HAVE ADVISED THAT THEY INTEND TO
BID FOR SUBJECT PRODUCT TENDER: GENERAL ELECTRIC AND
WESTINGHOUSE. WE UNDERSTAND THAT THESE COMPANIES
HAVE COMPLETED THEIR SITE SURVEY.

2. THE REMAINING FIRMS WHICH PREQUALIFIED HAVE INFORMED
COMMERCE DEPARTMENT THAT THEY DO NOT INTEND TO BID.
THESE ARE: ELECTRONIC SPACE SYSTEMS CORPORATION, RAYTHEON,
CARDION, HUGHES AIRCRAFT, AND ITT (GILFILLAN).

3. BELGIAN DISTRIBUTION OF SPECIFICATIONS OCCURRED, THE
LATEST ON JUNE 25. SINCE WESTINGHOUSE DID NOT RECEIVE ITS
COMPLETE BID PACKAGE UNTIL AUGUST 16, A DELAY OF SEVEN
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WEEKS HAS BEEN INCURRED BY THE COMPANY FOR PREPARATION OF

ITS BID. ACCORDINGLY, THE MISSION AND EFFORT TO
ACQUIRE EXTENSION OF UID DEADLINE IS ENTIRELY APPROPRIATE
AND GREATLY APPRECIATED. IN ACCORDANCE WITH REFERENCE C
FIRMS ARE BEING ADVISED OF BID EXTENSION TO PRIOR 1100 ON
OCTOBER 18TH. KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 28 AUG 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976STATE214284
Document Source: CORE
Document Unique ID: 00
Drafter: BIC/OED/SIPS/WRHAYDEN/SG
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760328-1289
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t1976089/aaaaahpc.tel
Line Count: 66
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 76 BRUSSELS 8196, 76 STATE 203206
Review Action: RELEASED, APPROVED
Review Authority: ullricre
Review Comment: n/a
Review Content Flags:
Review Date: 01 APR 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <01 APR 2004 by ReddocGW>; APPROVED <27 JAN 2005 by ullricre>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PRODUCT OPPORTUNITY - TENDER FOR SUPPLY OF AERIAL --- DEFENSE RADAR
TAGS: BEXP, BTIO, BFOL, BE
To: BRUSSELS
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006